

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K2O)

10/20/86 A8720-1

AGRICULTURAL STATE	AUG 1986	AUG 1985	JUL-AUG 1986/87	JUL-AUG 1985/86
AL Alabama	3,611	13,807	12,949	16,445
AK Alaska	274	0	560	0
AZ Arizona	40	37	131	37
AR Arkansas	224	2,069	444	3,222
CA California	2,096	3,285	4,759	5,723
CO Colorado	305	211	407	319
CT Connecticut	69	100	332	408
DE Delaware	69	604	306	719
FL Florida	6,623	5,927	12,184	13,876
GA Georgia	8,911	6,786	14,205	10,671
HI Hawaii	58	0	1,334	(16)
ID Idaho	949	1,083	1,838	2,112
IL Illinois	91,735	120,286	100,635	140,666
IN Indiana	14,526	35,357	18,865	41,402
IA Iowa	31,312	71,091	45,494	87,361
KS Kansas	2,171	2,601	3,833	4,079
KY Kentucky	6,123	9,636	12,702	17,021
LA Louisiana	1,120	1,085	1,288	4,125
ME Maine	37	0	167	165
MD Maryland	281	691	521	960
MA Massachusetts	61	250	239	396
MI Michigan	7,902	27,372	13,413	31,958
MN Minnesota	16,088	29,535	22,697	44,075
MS Mississippi	82	107	(848)	2,425
MO Missouri	20,540	12,146	30,308	35,068
MT Montana	645	612	830	646
NE Nebraska	553	1,557	1,083	2,338
NV Nevada	0	0	15	0
NH New Hampshire	30	34	66	123
NJ New Jersey	550	448	882	667
NM New Mexico	226	379	466	669
NY New York	1,741	3,156	4,382	6,046
NC North Carolina	1,393	18,221	5,068	21,707
ND North Dakota	1,734	1,585	2,181	2,232
OH Ohio	41,290	53,774	46,681	72,740
OK Oklahoma	2,041	2,253	3,019	3,289
OR Oregon	1,350	1,055	2,351	1,537
PA Pennsylvania	2,272	2,462	4,458	5,984
RI Rhode Island	60	123	60	202
SC South Carolina	15,749	5,769	17,495	6,518
SD South Dakota	272	734	304	918
TN Tennessee	6,217	6,500	9,890	11,289
TX Texas	5,939	9,336	11,676	16,457
UT Utah	510	52	739	(1,033)
VT Vermont	243	414	539	978
VA Virginia	331	1,816	491	9,169
WA Washington	2,574	2,908	2,922	5,360
WV West Virginia	88	28	268	163
WI Wisconsin	17,469	25,909	29,757	45,034
WY Wyoming	100	103	161	157
TOTAL U.S.:	318,584	483,294	444,547	676,407
CANADA				
AB Alberta	875	486	960	1,122
BC Brit. Columbia	37	44	6,278	232
MB Manitoba	832	412	716	487
NB New Brunswick	96	30	406	(167)
NF Newfoundland	0	108	0	108
NS Nova Scotia	79	60	79	1,146
ON Ontario	10,131	16,355	12,449	19,005
PE Pr. Edward Isle	117	93	181	(351)
PQ Quebec	1,076	4,444	1,427	5,208
SK Saskatchewan	203	51	275	461
TOTAL CAN:	13,446	22,083	22,771	27,251
EXPORT SALES:	203,368	190,233	558,681	374,784
TOTAL AGRICULTURAL	535,398	695,610	1,025,999	1,078,442
Non-Ag U.S.	24,861	36,501	49,626	63,343
Canada	1,518	1,758	1,907	4,656
Exports	432	6,566	4,232	8,971
TOTAL NON-AGRICULTURAL	26,811	44,825	55,765	76,970
GRAND TOTAL.....	562,209	740,435	1,081,764	1,155,412

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,587	554	930	439	101	3,611
AK Alaska	0	62	212	0	0	274
AZ Arizona	38	0	0	0	2	40
AR Arkansas	0	0	187	0	37	224
CA California	717	320	448	42	569	2,096
CO Colorado	60	0	200	14	31	305
CT Connecticut	0	0	58	0	11	69
DE Delaware	0	0	0	0	69	69
FL Florida	2,434	818	596	311	2,464	6,623
GA Georgia	864	591	5,402	781	1,273	8,911
HI Hawaii	0	0	0	0	58	58
ID Idaho	90	420	344	95	0	949
IL Illinois	484	86,090	3,448	1,457	256	91,735
IN Indiana	490	13,224	449	204	159	14,526
IA Iowa	1,281	19,802	9,273	908	48	31,312
KS Kansas	163	580	1,248	151	29	2,171
KY Kentucky	31	654	5,398	25	15	6,123
LA Louisiana	0	62	1,044	14	0	1,120
ME Maine	0	0	37	0	0	37
MD Maryland	0	0	122	48	111	281
MA Massachusetts	0	0	61	0	0	61
MI Michigan	27	4,255	3,489	100	31	7,902
MN Minnesota	0	4,934	10,726	395	33	16,088
MS Mississippi	0	16	61	0	5	82
MO Missouri	608	5,895	13,679	325	33	20,540
MT Montana	0	0	623	22	0	645
NE Nebraska	38	79	220	105	111	553
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	30	0	0	30
NJ New Jersey	0	158	179	153	60	550
NM New Mexico	0	0	61	48	117	226
NY New York	59	267	1,275	43	97	1,741
NC North Carolina	120	425	689	31	128	1,393
ND North Dakota	0	137	1,445	152	0	1,734
OH Ohio	3,162	22,868	14,776	149	335	41,290
OK Oklahoma	316	159	1,488	33	45	2,041
OR Oregon	3	106	1,211	0	30	1,350
PA Pennsylvania	379	61	1,473	220	139	2,272
RI Rhode Island	0	0	60	0	0	60
SC South Carolina	15,180	48	428	0	93	15,749
SD South Dakota	0	31	226	15	0	272
TN Tennessee	0	(64)	6,281	(6)	6	6,217
TX Texas	2,045	471	2,734	242	447	5,939
UT Utah	379	65	62	0	4	510
VT Vermont	0	60	152	0	31	243
VA Virginia	87	(51)	151	121	23	331
WA Washington	1,743	182	397	252	0	2,574
WV West Virginia	0	75	13	0	0	88
WI Wisconsin	21	13,103	4,092	123	130	17,469
WY Wyoming	0	35	59	0	6	100
TOTAL U.S.:	32,406	176,492	95,537	7,012	7,137	318,584
CANADA						
AB Alberta	12	0	731	132	0	875
BC Brit. Columbia	0	8	22	7	0	37
MB Manitoba	0	627	205	0	0	832
NB New Brunswick	0	24	72	0	0	96
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	79	0	0	0	79
ON Ontario	13	4,930	4,968	93	127	10,131
PE Pr. Edward Isle	0	47	70	0	0	117
PQ Quebec	0	1,052	19	0	5	1,076
SK Saskatchewan	0	0	203	0	0	203
TOTAL CAN:	25	6,767	6,290	232	132	13,446
*EXPORT SALES:	105,086	12,669	68,100	13,651	3,862	203,368
TOTAL AG SALES...	137,517	195,928	169,927	20,895	11,131	535,398
NON-AG U.S.	17,543	-	-	7,198	120	24,861
NON-AG CANADA	1,352	-	-	119	47	1,518
*NON-AG EXPORTS	432	-	-	0	0	432
TOTAL NON-AG...	19,327	-	-	7,317	167	26,811
GRAND TOTAL.....	156,844	195,928	169,927	28,212	11,298	562,209

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	482	0	0	0	482
Australia	0	0	10,450	0	8	10,458
Belgium	7,275	0	0	0	0	7,275
Brazil	18,946	12,187	46,405	0	0	77,538
Dom. Republic	0	0	2,083	0	84	2,167
India	666	0	0	0	0	666
Indonesia	13,461	0	0	0	0	13,461
Ireland	0	0	6,669	0	0	6,669
Japan	10,032	0	0	6,568	3,666	20,266
Korea	6,933	0	0	7,083	0	14,016
Malaysia	16,418	0	0	0	0	16,418
Mexico	15,297	0	0	0	46	15,343
New Zealand	1,475	0	0	0	0	1,475
Panama	0	0	0	0	2	2
Peru	2,812	0	0	0	0	2,812
Philippines	0	0	0	0	56	56
Switzerland	11,771	0	0	0	0	11,771
United Kingdom	0	0	2,493	0	0	2,493
TOTAL AG:	105,086	12,669	68,100	13,651	3,862	203,368
<u>NON-AGRICULTURAL</u>						
Japan	87	-	-	0	0	87
Mexico	270	-	-	0	0	270
United Kingdom	75	-	-	0	0	75
TOTAL NON-AG:	432	-	-	0	0	432
TOTAL EXPORTS:	105,518	12,669	68,100	13,651	3,862	203,800

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,587	489	930	48	3,054
AK Alaska	0	62	212	0	274
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	76	0	76
CA California	0	0	0	28	28
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	58	0	58
DE Delaware	0	0	0	0	0
FL Florida	2,341	818	556	311	4,026
GA Georgia	669	591	5,402	781	7,443
HI Hawaii	0	0	0	0	0
ID Idaho	0	5	178	95	278
IL Illinois	484	86,090	2,658	1,266	90,498
IN Indiana	490	13,224	449	204	14,367
IA Iowa	1,269	19,786	6,461	908	28,424
KS Kansas	0	0	7	45	52
KY Kentucky	27	654	5,398	25	6,104
LA Louisiana	0	0	984	0	984
ME Maine	0	0	37	0	37
MD Maryland	0	0	122	48	170
MA Massachusetts	0	0	61	0	61
MI Michigan	27	4,255	3,489	100	7,871
MN Minnesota	0	4,934	10,726	395	16,055
MS Mississippi	0	0	61	0	61
MO Missouri	608	5,130	8,699	235	14,672
MT Montana	0	0	623	22	645
NE Nebraska	0	15	158	105	278
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	30	0	30
NJ New Jersey	0	158	179	153	490
NM New Mexico	0	0	0	0	0
NY New York	59	267	1,275	43	1,644
NC North Carolina	0	425	689	31	1,145
ND North Dakota	0	137	1,445	152	1,734
OH Ohio	3,162	22,868	14,776	134	40,940
OK Oklahoma	0	0	45	0	45
OR Oregon	0	60	938	0	998
PA Pennsylvania	365	61	1,473	178	2,077
RI Rhode Island	0	0	60	0	60
SC South Carolina	15,180	48	428	0	15,656
SD South Dakota	0	31	226	15	272
TN Tennessee	0	(64)	6,281	(6)	6,211
TX Texas	0	0	0	0	0
UT Utah	375	0	0	0	375
VT Vermont	0	60	152	0	212
VA Virginia	87	(51)	151	121	308
WA Washington	51	167	352	252	822
WV West Virginia	0	75	13	0	88
WI Wisconsin	0	13,103	4,092	123	17,318
WY Wyoming	0	0	59	0	59
TOTAL U.S.:	26,781	173,398	80,009	5,812	286,000
CANADA					
AB Alberta	12	0	731	132	875
BC Brit. Columbia	0	8	22	7	37
MB Manitoba	0	627	205	0	832
NB New Brunswick	0	24	72	0	96
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	79	0	0	79
ON Ontario	13	4,930	4,968	93	10,004
PE Pr. Edward Isle	0	47	70	0	117
PQ Quebec	0	1,052	19	0	1,071
SK Saskatchewan	0	0	203	0	203
TOTAL CAN:	25	6,767	6,290	232	13,314
*EXPORT SALES:	86,287	12,187	51,679	13,651	163,804
TOTAL AGRICULTURAL..	113,093	192,352	137,978	19,695	463,118
NON-AG U.S.					
NON-AG U.S.	8,687	-	-	7,198	15,885
NON-AG CANADA	1,352	-	-	119	1,471
*NON-AG EXPORTS	162	-	-	0	162
TOTAL NON-AG:	10,201	-	-	7,317	17,518
GRAND TOTAL.....					
GRAND TOTAL.....	123,294	192,352	137,978	27,012	480,636

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	0	10,450	0	10,450
Brazil	12,568	12,187	38,736	0	63,491
India	666	0	0	0	666
Indonesia	13,461	0	0	0	13,461
Japan	5,376	0	0	6,568	11,944
Korea	6,933	0	0	7,083	14,016
Malaysia	16,418	0	0	0	16,418
Mexico	14,807	0	0	0	14,807
New Zealand	1,475	0	0	0	1,475
Peru	2,812	0	0	0	2,812
Switzerland	11,771	0	0	0	11,771
United Kingdom	0	0	2,493	0	2,493
TOTAL AG:	86,287	12,187	51,679	13,651	163,804
NON-AGRICULTURAL					
Japan	87	-	-	0	87
United Kingdom	75	-	-	0	75
TOTAL NON-AG:	162	-	-	0	162
TOTAL EXPORTS:	86,449	12,187	51,679	13,651	163,966

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	65	0	391	101	557
AK Alaska	0	0	0	0	0	0
AZ Arizona	38	0	0	0	2	40
AR Arkansas	0	0	111	0	37	148
CA California	717	320	448	14	569	2,068
CO Colorado	60	0	200	14	31	305
CT Connecticut	0	0	0	0	11	11
DE Delaware	0	0	0	0	69	69
FL Florida	93	0	40	0	2,464	2,597
GA Georgia	195	0	0	0	1,273	1,468
HI Hawaii	0	0	0	0	58	58
ID Idaho	90	415	166	0	0	671
IL Illinois	0	0	790	191	256	1,237
IN Indiana	0	0	0	0	159	159
IA Iowa	12	16	2,812	0	48	2,888
KS Kansas	163	580	1,241	106	29	2,119
KY Kentucky	4	0	0	0	15	19
LA Louisiana	0	62	60	14	0	136
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	111	111
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	31	31
MN Minnesota	0	0	0	0	33	33
MS Mississippi	0	16	0	0	5	21
MO Missouri	0	765	4,980	90	33	5,868
MT Montana	0	0	0	0	0	0
NE Nebraska	38	64	62	0	111	275
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	60	60
NM New Mexico	0	0	61	48	117	226
NY New York	0	0	0	0	97	97
NC North Carolina	120	0	0	0	128	248
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	15	335	350
OK Oklahoma	316	159	1,443	33	45	1,996
OR Oregon	3	46	273	0	30	352
PA Pennsylvania	14	0	0	42	139	195
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	93	93
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	0	0	6	6
TX Texas	2,045	471	2,734	242	447	5,939
UT Utah	4	65	62	0	4	135
VT Vermont	0	0	0	0	31	31
VA Virginia	0	0	0	0	23	23
WA Washington	1,692	15	45	0	0	1,752
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	21	0	0	0	130	151
WY Wyoming	0	35	0	0	6	41
TOTAL U.S.:	5,625	3,094	15,528	1,200	7,137	32,584
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	127	127
PE Pr. Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	5	5
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	132	132
*EXPORT SALES:	18,799	482	16,421	0	3,862	39,564
TOTAL AGRICULTURAL..	24,424	3,576	31,949	1,200	11,131	72,280
NON-AG U.S.						
NON-AG U.S.	8,856	-	-	0	120	8,976
NON-AG CANADA	0	-	-	0	47	47
*NON-AG EXPORTS	270	-	-	0	0	270
TOTAL NON-AG:	9,126	-	-	0	167	9,293
GRAND TOTAL.....	33,550	3,576	31,949	1,200	11,298	81,573

* Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

AUGUST, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	482	0	0	0	482
Australia	0	0	0	0	8	8
Belgium	7,275	0	0	0	0	7,275
Brazil	6,378	0	7,669	0	0	14,047
Dom. Republic	0	0	2,083	0	84	2,167
Ireland	0	0	6,669	0	0	6,669
Japan	4,656	0	0	0	3,666	8,322
Mexico	490	0	0	0	46	536
Panama	0	0	0	0	2	2
Philippines	0	0	0	0	56	56
TOTAL AG:	18,799	482	16,421	0	3,862	39,564

NON-AGRICULTURAL

Mexico	270	-	-	0	0	270
TOTAL NON-AG:	270	-	-	0	0	270

TOTAL EXPORTS:	19,069	482	16,421	0	3,862	39,834
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